

# Announcement of Results for the Quarter Ended June 30, 2024

**Q1 FY25 Net Sales Growth @ 13.0%; NPAT growth of 33.0%**

- Domestic revenue growth at a 2-year CAGR of 12.6%
- High-single digit volume growth in Toothpaste
- Continued focus on category development through 'Brush Twice A Day' campaign

Colgate-Palmolive (India) Limited announced its financial results for the first quarter ended June 30, 2024.

**Net Sales:** Colgate-Palmolive (India) Limited delivered a robust 13.0% year-on-year topline growth for the quarter ended June 30, 2024. Net Sales increased to Rs. 1,485.8 crore from Rs. 1,314.7 crore. The quarter witnessed continued demand pickup in rural markets outpacing growth in urban markets for the second quarter in a row. Led by this and good all-round performance of toothpaste, toothbrush and personal care, domestic revenues grew by 12.8% year-on-year for the quarter.

**Profitability:** Net Profit after tax increased to Rs. 364.0 crore from Rs. 273.7 crore, a growth of 33.0% year-on-year for the quarter. Excluding the impact of exceptional items in the prior year, the net profit after tax grew by 26.3% year-on-year. The Company continued to focus on enhancing overall brand experience while maintaining a disciplined approach towards cost controls.

**Prabha Narasimhan, Managing Director & CEO of Colgate-Palmolive (India) Limited,** said, "We are happy to report another quarter of strong and consistent performance led by robust topline growth across the portfolio and continued strengthening of competitive performance. Our toothpaste portfolio witnessed double-digit growth driven by high-single digit volume growth. Our continued investments in perceivable superiority in product, brand building and innovation are yielding significant results while strengthening our brand metrics to highest ever levels. In this quarter, our Toothbrush portfolio has also seen a concrete positive shift in competitive growth trajectory with strong double digit growth in topline. EBITDA margins remained consistent despite the higher investment in advertising, which increased by 10% y-o-y.

Key highlights of this quarter include a first to the world Whitening booster gel to play in the rapidly growing Whitening segment; the continued focus on category growth through "BrushatNight" campaign and sustained investment on superior communication which is driving the Colgate equity to its highest historical levels."

In this quarter, the Company also released its third Environmental, Social, and Governance (ESG) Report alongwith the Annual Report for FY 2023-24. The report highlights the significant strides the company has made during the 2023-24 fiscal towards achieving the goals outlined in its Global 2025 Sustainability & Social Impact Strategy. The report can be accessed on the company's Investor website ([www.colgateinvestors.co.in](http://www.colgateinvestors.co.in)).

## Key highlights of the Annual & ESG Report 2023 - 2024

- 50% of Colgate's Toothpaste portfolio (by volume) has transitioned to recyclable tubes, and Colgate-Palmolive India is on track to exit FY 2024-25 with 100% recyclability
- The Company is well on its way to reach 100% reusable, recyclable, or compostable plastic packaging by 2025, with 83% already achieved

## **ABOUT COLGATE-PALMOLIVE (INDIA) LIMITED**

Colgate-Palmolive is a caring, innovative growth company that is reimagining a healthier future for all people, and the planet. Colgate-Palmolive (India) Limited is the market leader in Oral Care in the country, committed to delivering sustainable, profitable growth for its shareholders, while fostering an inclusive workplace for its people. With a primary focus on Oral Care & Personal Care in the Indian market, the company is recognized for its leadership and innovative efforts in advancing sustainability and community well-being. Among its recent accomplishments, the company has made significant strides in reducing plastic waste and promoting recyclability, conserving water and energy, not only at its manufacturing facilities, but also in the communities they serve. The company is also engaging with children to impart good oral health practices through its Colgate Bright Smiles, Bright Futures® program.

For more information about Colgate's global business and how it is building a future to smile about, visit:

<https://www.colgateinvestors.co.in/>